## Field Application Engineer/Sales Orientated

## New College Graduate Program

Altera New College Graduate program is designed for nurturing future Field application Engineer / Sales Talents. We help you grow and build up both technical and business competences with an accelerated experience of one year plus ramp-up training through horizontal cross-functional rotation within core departments. Locations of the ramp-up training may vary across Altera China sites (Beijing; Shanghai; Shenzhen; Chengdu;

We provide step-by-step systematic training and learning chances for a new hirer to master Product Knowledge and Industry Knowledge, and gain Application Design Experiences and Process Knowledge. We help pave the road towards your destination of a qualified FAE or Sales professional.

## Job Responsibilities <u>Field Application Inclinear</u>

Owns customer experience for the project

Uncover detailed technical requirements for project

Understand customers application

Engage experts in technical evaluation & proof of concept as required

Proactive engagement for technical issue prevention in early phases of a program

Lead the project execution and deliver all technical commitments

Coordinate issues resolution with backend engineering resources

## Job Responsibilities-Sales

Owns Customer relationships & account strategy at all levels

Manage both technical and business engagements

Engages early with customer to uncover new opportunities

Provide business proposals on devices, tools, IP, services

Responsible for exep 0016/ri(5)(IP1)7co16/Iop(1e)-(3t)(1es)(5)(5at)(5)(8) pla(5Cust-7/si)(4p 3016/ResETEMC/PAN

Manages customer expectations on critical issues (technical & supply)

Strong relationship with internal functions

